

**Minutes  
Bradley Board of Directors  
Bradley Board Room  
Thursday, May 17, 2007  
12:30 p.m.**

**Members Present:** Chairman L. Scott Frantz, Deputy Commissioner Angelo, David Kilbon and Richard Crane.

**Members Absent:** Commissioner Carpenter, Michael Long and Kevin Kelleher.

- I. Chairman Frantz called the meeting to order at 12:30 p.m.
- II. Approval of Minutes of April 19, 2007 meeting  
Due to a lack of quorum, the minutes couldn't be approved; this item will be taken up at the next Board meeting.
- III. Reports  
Karin Jain provided an update on Airport operations and current Airport statistics on behalf of Barry Pallanck. Ms Jain's report noted a review of the terminal construction project and efforts to provide the successful launch of transatlantic service on July 1<sup>st</sup>.  
  
Mark Daley provided a financial update for the period ending March 31, 2007. Mr. Daley's presentation noted the total operating revenue is \$40.3 million (1.4% above budget) and that airline revenue is 1.7% below budget while non airline revenue is 1.7% above budget. It was further noted that the greatest deficit within airline revenue is in "Airline Additions" which are 17.5% below budget due to low airline equipment maintenance bill backs. Non-airline revenue, terminal concessions and "other operating revenue" are well above budget; however this is off-set by a deficit in "other concessions," which is 5.8% below budget. Mr. Daley also reviewed the total operating expenses, noting they are \$2.4 million (8.0%) under budget year to date. This includes "fairly significant surpluses" within Personal Services, Other Contracts, Commodities and Energy/Utilities line items. Mr. Daley noted that it is reasonable to project that surplus funds are available within the operating budget and that ConnDOT is currently utilizing these resources to airport improvement projects which will be discussed under agenda item 4. Lastly, members were advised that proposed budgets have been submitted to the airlines and that the budget process is moving forward, and are expected to be ready for Board approval before or at the next Board meeting.  
  
Mr. Daley introduced Peter McAlpine, from the Treasurer's Office. Chairman Frantz welcomed Mr. McAlpine and that the Board looked forward to working with him as progress to improve the airport moves forward.

Ms. Jain gave an update on marketing activities at the airport, as well as passenger and cargo statistics. The presentation focused on the launch of the transatlantic service and noted that efforts continue to develop routes.

IV. Response Team Initiatives

Richard Jaworski, ConnDOT, reported on efforts, initiated within the Department by Commissioner Carpenter and sought after by the Board, to enhance the airport's appearance and increase its level of usability and comfort. Projects moving forward include new carpeting for the ticketing lobby, new furniture for seating areas within the new terminal and baggage claim areas, terminal plantings and outdoor landscaping, art and music programs for the terminal, new uniforms for the Bradley Ambassadors, rocking chairs in the terminal connecting corridors and other building repair and improvement projects.

Chairman Frantz thanked Commissioner Carpenter for the initiative as well as members of the response team for achieving successes towards the implementation of same.

V. Briefing on Inaugural of Northwest Airlines Amsterdam Flight

Nancy Wheeler and John Shemo, Metro Hartford Alliance, reviewed efforts around the inauguration of transatlantic service on July 1<sup>st</sup>. Specifically the events planned to commemorate this service and to maintain the long-term success of same. Ms. Wheeler noted that the Alliance is working as part task force, which in turn is working and coordinating with a professional tourism representative in Amsterdam. In addition, Ms. Wheeler noted the dedicated staff at the Alliance to insure the success of this event. Mr. Shemo outlined the planned itinerary of this event and trip, which includes a combination of business and pleasure.

Lastly, Mr. Shemo extended an invitation, on behalf of the Netherlands Foreign Investment Agency, for Board members to attend a free seminar on growing business in Europe. The event will be held on Wednesday, June 27<sup>th</sup> at the Sheraton Hotel.

Chairman Frantz thanked Ms. Wheeler and Mr. Shemo for the impressive presentation and efforts.

VI. Strategy Discussion - Increasing Seat Capacity of Incumbent Carriers at BDL

Ms. Jain noted the efforts by the airline industry to establish a 24 month plan to gain financial soundness. Ms. Jain also outlined the need to develop and implement a strategy to minimize/counter these actions. Suggested strategies include the dedication of funding for general marketing of the airport to potential passengers and maintaining/improving the lines of communication with the airlines servicing the airport.

Chairman Frantz asked Board members to continue to think of how they can counter this, and that the Board will continue to examine and discuss this in the future.

VII. Executive Session

Due to the lack of a quorum, the Board couldn't adjourn into executive session.

VIII. Additional Business

Chairman Frantz noted that efforts to establish an executive director position at the airport has died for this legislative session. However the chairmen of the Transportation Committee have expressed interest in reviewing the proposal with the Board moving towards the 2008 legislative session.

Chairman Frantz also reviewed the "Open Skies" initiative and its effect on the airline industry.

IX. Adjourn

The meeting was adjourned at 1:36 p.m.

Respectfully submitted,

L. Scott Frantz  
Chairman